

Heartland MLS Statistics - Missouri Total

Month of June 2011

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	6,041	2,599	1,098	942	859	19,098
New Listings This Month	1,395	577	224	206	160	4,336
Pending Contracts						
Current Month 2011	618	271	136	96	80	2,073
Current Month 2010	539	240	90	71	98	1,795
Difference	79	31	46	25	-18	278
% Change	15%	13%	51%	35%	-18%	15%
Year To Date 2011	4,071	1,751	710	533	405	13,038
Year To Date 2010	4,620	2,033	736	589	636	14,803
Difference	-549	-282	-26	-56	-231	-1,765
% Change	-12%	-14%	-4%	-10%	-36%	-12%
Closed Sales						
Current Month 2011	774	352	142	93	73	2,588
Current Month 2010	843	409	148	99	105	2,878
Difference	-69	-57	-6	-6	-32	-290
% Change	-8%	-14%	-4%	-6%	-30%	-10%
Year To Date 2011	3,749	1,611	630	490	339	11,889
Year To Date 2010	4,495	1,977	701	561	584	14,214
Difference	-746	-366	-71	-71	-245	-2,325
% Change	-17%	-19%	-10%	-13%	-42%	-16%
Average Sale Price						
Current Month 2011	\$129,119	\$143,191	\$210,901	\$159,130	\$96,353	\$173,646
Current Month 2010	\$135,149	\$161,875	\$209,336	\$149,588	\$98,385	\$180,586
Difference	-6,030	-18,684	1,565	9,542	-2,032	-6,940
% Change	-4%	-12%	1%	6%	-2%	-4%
Year To Date 2011	\$112,366	\$134,114	\$188,142	\$138,778	\$88,752	\$155,395
Year To Date 2010	\$117,971	\$154,837	\$195,935	\$152,214	\$90,577	\$162,971
Difference	-5,605	-20,723	-7,793	-13,436	-1,825	-7,577
% Change	-5%	-13%	-4%	-9%	-2%	-5%

Pending Contracts = Pending or Sold status and Contract date within time period specified

Closed Sales = Sold status with Settlement Date within time period Specified

Heartland MLS Statistics - Missouri New Homes

Month of June 2011

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	271	246	126	66	20	1,339
New Listings This Month	25	23	14	12	1	168
Pending Contracts						
Current Month 2011	28	32	20	9	1	190
Current Month 2010	20	26	10	2	0	128
Difference	8	6	10	7	0	62
% Change	40%	23%	100%	350%	0%	48%
Year To Date 2011	140	187	93	37	4	967
Year To Date 2010	153	267	95	50	10	1,184
Difference	-13	-80	-2	-13	-6	-217
% Change	-8%	-30%	-2%	-26%	-60%	-18%
Closed Sales						
Current Month 2011	36	39	20	8	2	195
Current Month 2010	47	76	18	13	1	314
Difference	-11	-37	2	-5	1	-119
% Change	-23%	-49%	11%	-38%	100%	-38%
Year To Date 2011	106	165	85	31	3	815
Year To Date 2010	146	275	101	61	11	1,180
Difference	-40	-110	-16	-30	-8	-365
% Change	-27%	-40%	-16%	-49%	-73%	-31%
Average Sale Price						
Current Month 2011	\$250,080	\$258,239	\$270,096	\$214,810	\$192,400	\$302,758
Current Month 2010	\$292,030	\$251,442	\$334,022	\$271,912	\$277,575	\$297,477
Difference	-41,950	6,797	-63,926	-57,102	-85,175	5,281
% Change	-14%	3%	-19%	-21%	-31%	2%
Year To Date 2011	\$263,481	\$253,206	\$317,651	\$262,617	\$190,900	\$310,136
Year To Date 2010	\$268,273	\$241,908	\$317,767	\$233,345	\$200,717	\$291,769
Difference	-4,792	11,298	-116	29,272	-9,817	18,368
% Change	-2%	5%	0%	13%	-5%	6%

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Closed Sales = Sold status with Settlement Date within time period Specified

Heartland MLS Statistics - Missouri Resale

Month of June 2011

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	5,770	2,353	972	876	839	17,759
New Listings This Month	1,370	554	210	194	159	4,168
Pending Contracts						
Current Month 2011	590	239	116	87	79	1,883
Current Month 2010	519	214	80	69	98	1,667
Difference	71	25	36	18	-19	216
% Change	14%	12%	45%	26%	-19%	13%
Year To Date 2011	3,931	1,564	617	496	401	12,071
Year To Date 2010	4,467	1,765	641	539	626	13,618
Difference	-536	-201	-24	-43	-225	-1,547
% Change	-12%	-11%	-4%	-8%	-36%	-11%
Closed Sales						
Current Month 2011	738	313	122	85	71	2,393
Current Month 2010	796	333	130	86	104	2,564
Difference	-58	-20	-8	-1	-33	-171
% Change	-7%	-6%	-6%	-1%	-32%	-7%
Year To Date 2011	3,643	1,446	545	459	336	11,074
Year To Date 2010	4,349	1,701	600	500	573	13,033
Difference	-706	-255	-55	-41	-237	-1,959
% Change	-16%	-15%	-9%	-8%	-41%	-15%
Average Sale Price						
Current Month 2011	\$123,219	\$128,856	\$201,196	\$153,889	\$93,648	\$163,125
Current Month 2010	\$125,886	\$141,434	\$192,072	\$131,097	\$96,662	\$166,271
Difference	-2,668	-12,578	9,124	22,793	-3,014	-3,146
% Change	-2%	-9%	5%	17%	-3%	-2%
Year To Date 2011	\$107,969	\$120,524	\$167,944	\$130,414	\$87,840	\$144,006
Year To Date 2010	\$112,925	\$136,736	\$175,426	\$142,316	\$88,463	\$150,785
Difference	-4,956	-16,212	-7,483	-11,902	-623	-6,779
% Change	-4%	-12%	-4%	-8%	-1%	-4%

Pending Contracts = Pending or Sold status and Contract date within time period specified

Closed Sales = Sold status with Settlement Date within time period Specified